



# CIRCLE K

1975 HIGHWAY 211 NW | HOSCHTON, GA 30548

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



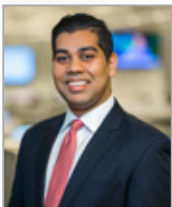
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# EXECUTIVE SUMMARY

## INVESTMENT HIGHLIGHTS

### LEASE

- Brand New 20 Year Sale-Leaseback to Begin at Close of Escrow – Perfect for someone looking to invest in a long-term deal
- Absolute Triple Net Lease (NNN) - Tenant is responsible for all expenses including roof, structure, taxes, insurance and common area maintenance
- Attractive Return - 6.75% cap rate equates to primary year's rental rate of \$182,562
- 1.25% Annual Rent Increases - Provides investor with the ability to keep up with the rate of inflation
- Four, 5-Year Options to Extend - 20 years of lease term in the option periods
- Increase After-Tax Cash Flow - Investor has the opportunity to utilize the benefits of accelerated depreciation and depreciate the gas station property over a 15-year schedule (verify with CPA)

### LOCATION

- Dense Demographics - There are 52,000+ people located within a 5-mile radius
- Affluent Demographics - Average household income within a 5-mile radius is over \$100,000
- Stellar Location - Located directly off I-85 which experiences traffic counts of over 65,000 vehicles per day
- Bustling Industrial Hub - Surrounding industrial tenants consist of Petco Distribution Center, Kichler Lighting, and Chateau Elan Resort & Winery
- Almost 4,000 employees work in surrounding industrial region

### TENANT

- Strong & Experienced Franchisee - Franchisee has been operating convenience stores since 1994 and currently owns over 60 in Georgia, Louisiana, and Texas
- Circle K awarded Gas Express LLC a master franchise agreement in 2012, allowing Gas Express exclusive Atlanta-area rights to the Circle K brand for Clayton, Cobb, Coweta, DeKalb, and Fulton counties
- Aggressive Growth Strategy - Gas Express is on track to operate over 100 convenience stores by the end of 2018
- Secure Guaranty - Gas Express will guaranty the lease with 30 stores located throughout Atlanta
- Excellent Financial History - Company has had healthy financials which suggests a promising financial future

### PROPERTY

- Circle K Brand Image - Property was purchased by the tenant earlier this year and is set to undergo a complete re-imaging to Circle K's latest standards
- Interior Remodel - Property is set to undergo a store remodel to upgrade to Circle K's standards
- Large Format Location - Property has 8 fueling stations, which in turn results in more customers shopping inside the convenience store

# FINANCIAL OVERVIEW





## CIRCLE K

1975 Highway 211 NW  
Hoschton, GA 30548



List Price .....\$2,704,630  
CAP Rate - Current..... 6.75%  
Gross Leasable Area .....± 6,960 SF  
Lot Size ..... ± 1.91 Acres (83,200 SF)  
Year Built / Renovated.....1999 / 2017

### Tenant Summary

Tenant Trade Name	Gas Express
Type of Ownership	Fee Simple
Lease Guarantor	Gas Express
Lease Type	Absolute NNN
Roof and Structure	Tenant Responsible
Original Lease Term	20 Years
Lease Commencement	Close of Escrow
Lease Expiration Date	20 Years After Close of Escrow
Increases	1.25% Annual Increases
Options	Five, 5-Year Options

### Annualized Operating Data

	Monthly Rent	Annual Rent	Cap Rate	Rent/SF
Year 1	\$15,213.54	\$182,562.50	6.75%	\$26.23
Year 2	\$15,403.71	\$184,844.53	6.83%	\$26.56
Year 3	\$15,596.26	\$187,155.09	6.92%	\$26.89
Year 4	\$15,791.21	\$189,494.53	7.01%	\$27.23
Year 5	\$15,988.60	\$191,863.21	7.09%	\$27.57
Year 6	\$16,188.46	\$194,261.50	7.18%	\$27.91
Year 7	\$16,390.81	\$196,689.77	7.27%	\$28.26
Year 8	\$16,595.70	\$199,148.39	7.36%	\$28.61
Year 9	\$16,803.15	\$201,637.74	7.46%	\$28.97
Year 10	\$17,013.18	\$204,158.22	7.55%	\$29.33
Year 11	\$17,225.85	\$206,710.19	7.64%	\$29.70
Year 12	\$17,441.17	\$209,294.07	7.74%	\$30.07
Year 13	\$17,659.19	\$211,910.25	7.84%	\$30.45
Year 14	\$17,879.93	\$214,559.12	7.93%	\$30.83
Year 15	\$18,103.43	\$217,241.11	8.03%	\$31.21
Year 16	\$18,329.72	\$219,956.63	8.13%	\$31.60
Year 17	\$18,558.84	\$222,706.09	8.23%	\$32.00
Year 18	\$18,790.83	\$225,489.91	8.34%	\$32.40
Year 19	\$19,025.71	\$228,308.54	8.44%	\$32.80
Year 20	\$19,263.53	\$231,162.39	8.55%	\$33.21
		\$4,119,153.77	7.62%	

*Five, 5-Year Options, 1.25% Annual Increases*

## TENANT OVERVIEW





Property Name	Circle K
Property Type	Net Leased Convenient Stores
Parent Company Trade Name	The Pantry Inc.
Ownership	Public
Credit Rating	BBB
Rating Agency	S&P
Revenue	\$3.14 B
Stock Symbol	PTRY
Board	NASDAQ
No. of Locations	± 10,000
No. of Employees	± 14,000
Headquartered	Tempe, AZ
Website	<a href="http://www.circlek.com">www.circlek.com</a>

Since the 1980s, Circle K has been the largest company-owned convenience store chain (i.e. of non-franchised stores) in the U.S. In the U.S. Circle K stores feature award-winning Premium Circle K Coffee,<sup>®</sup> the Polar Pop<sup>®</sup> cup, beer, snacks, candy, ATMs, Circle K Gift Cards, money orders, and much more. Some Circle K stores operate gasoline pumps selling Union 76-branded motor fuels; others sell Mobil, Marathon, ConocoPhillips, Irving, BP, Sunoco or Shellbranded fuel. The chain operates internationally, branching into Mexico and continents such as Asia. Since 2003, Circle K Stores, Inc. operates as a subsidiary of Alimentation Couche-Tard Inc. The Circle K brand re-entered the Canadian market in 2008, in connection with Couche-Tard's acquisition of the Circle K convenience store network. The chain is primarily located in the Southern, Western, Southwestern, and Midwestern United States.

#### Mission Statement:

"Our goal is continued growth and profitability through commitment, community mindedness, and responsible retailing."



# CIRCLE K AWARDS MASTER FRANCHISE AGREEMENT TO GAS EXPRESS

November 07, 2012

ATLANTA -- Circle K has inked a partnership with Atlanta convenience store chain Gas Express. On Oct. 10, 2012, Circle K awarded Gas Express a master franchise agreement, allowing Gas Express exclusive Atlanta-area rights to the Circle K brand for Clayton, Cobb, Coweta, DeKalb and Fulton counties.

This marks Circle K's return to the area after shifting its business focus a decade ago to other regions. Gas Express has committed to branding 42 Atlanta metro area stores.

A store in North Atlanta will serve as the flagship store under this new partnership. The companies expect it to open late in the fourth quarter of 2012 with other stores to follow in 2013.

"On behalf of Circle K, I want to say how excited we are to be expanding our brand in the Atlanta marketplace with Gas Express," notes Dennis Tewell, vice president of Circle K Franchise Operations. "We are proud to have our brand on these quality assets and especially proud to be working with the leadership of Gas Express. We find them to be progressive, service-minded professionals that are focused on supporting and contributing to the communities they serve. We strongly believe our relationship will be mutually beneficial to Gas Express, Circle K and our customers."

Gas Express co-owner Amin Chitalwala said, "Circle K is going to provide leadership and buying power that, as a local business, we don't always have. Such savings will be forwarded to the consumers, offering them more competitive pricing and improving their shopping experience in our stores; however, we will still be individually owned. And as a part of our business and community philosophy, as we grow with the help of Circle K we will help others in our community climb through being able hire more employees and offer them better incentives and benefits."

Gas Express is an independently owned c-store chain offering brands including BP, Shell, Texaco and Chevron. Beginning in 2012's 4th quarter, Gas Express will exclusively utilize Circle K as its sole convenience store brand. Business partners Shams Nanji and Amin Chitalwala began Gas Express with a single store in Riverdale, Georgia, in 1994. It has since grown into a reputable business operating more than 15 sites in five metro-Atlanta area counties. The Gas Express team recognizes the diverse demographics of Atlanta and aims to offer unique, but always dependable service tailored to each market. Gas Express offers unique services such as Growler purchases /refills, a wide selection of wine, a huge selection of Craft beer with Robs rating and beer caves within select stores.

Laval, Quebec-based Alimentation Couche-Tard Inc.'s network includes approximately 6,100 c-stores throughout North America, including about 4,500 stores with fuel. It has agreements for the supply of motor fuel to 357 sites operated by independent operators. Its North-American network consists of 13 business units, including nine in the United States covering 40 states and the District of Columbia (under the Circle K banner) and four in Canada covering all 10 provinces (under the Couche-Tard and Mac's banners).

The stores feature Premium Circle K Coffee, ThirstBuster fountain drinks, beer, snacks, candy, ATMs, Talk And Go Mobile prepaid wireless phones, gift cards, money orders and general merchandise.

[Source: cspdailynews.com](http://cspdailynews.com)



# THE OFFERING

Property Name	Circle K
Property Address	1975 Highway 211 NW Hoschton, GA 30548
Assessor's Parcel Number	BR023 008A
Site Description	
Number of Stories	One
Year Built / Renovated	1999 / 2017
Gross Leasable Area (GLA)	± 6,960 SF
Lot Size	± 1.91 Acres (83,200 SF)
Type of Ownership	Absolute NNN
Parking	± 38 Surface Spaces
Parking Ratio	5.45 : 1,000 SF
Landscaping	Professional
Topography	Generally Level

# PARCEL MAP





# SURROUNDING TENANTS

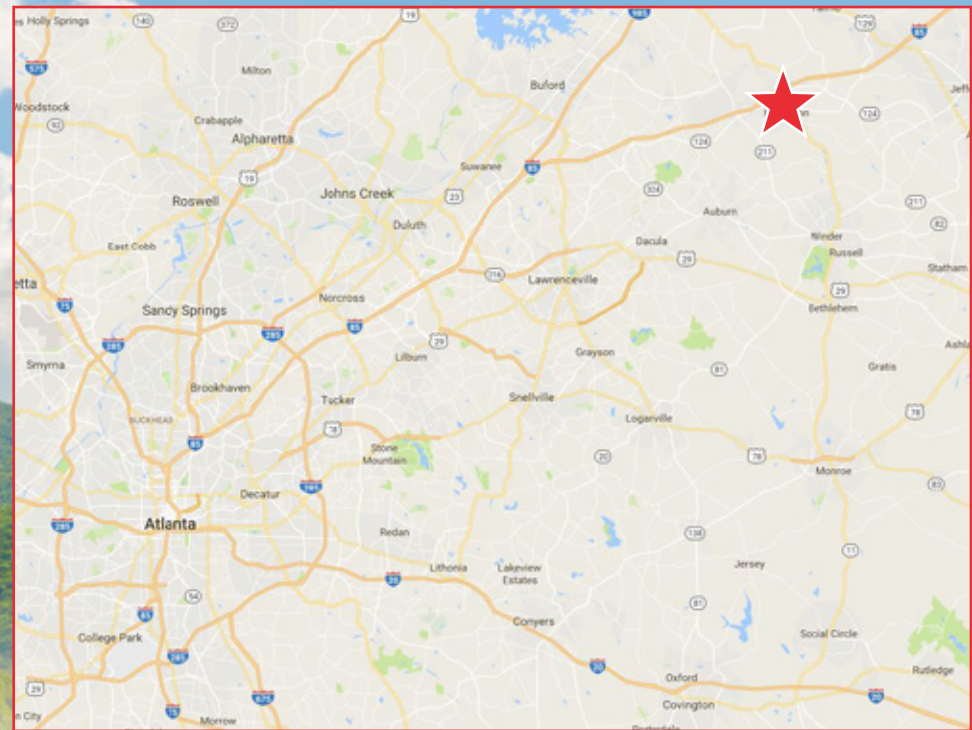








## AREA OVERVIEW



### HOSCHTON, GA

Hoschton, GA is a town in north Georgia, take a stop off of Interstate 85 in Jackson County and visit the town that is a short driving distance from cities including Athens, Gainesville and Atlanta. Its location is a major contributor to the success of the town. Jackson County is one of the top 10 fastest growing cities in the country.

Hoschton expects to continue to see growth especially in their fast growing industrial park community. The Hoschton Industrial Park continues to build as major industrial tenants seize these sites that are ready for development.

In addition to being in such a great location, the town offers beautiful views being just south of the Blue Ridge Mountains. The area receives attention from outdoor enthusiasts that come take in the tranquil atmosphere that Hoschton has to offer.

### DEMOGRAPHICS

POPULATION	1 Mile	3 Mile	5 Mile
2022 Projection	745	19,835	52,968
2017 Estimate	670	17,842	47,954
2010 Census	559	14,484	39,533
2000 Census	223	7,318	20,763
Growth 2017 - 2022	11.19%	11.17%	10.46%

HOUSEHOLDS	1 Mile	3 Mile	5 Mile
2022 Projection	209	6,529	17,563
2017 Estimate	191	5,910	15,972
Growth 2017 - 2022	9.42%	10.47%	9.96%
INCOME	1 Mile	3 Mile	5 Mile
2017 Est. Average Household Income	\$74,121	\$106,191	\$100,453



## ATLANTA, GEORGIA

Atlanta is the capital of and the most populous city in the U.S. state of Georgia, with an estimated 2013 population of 447,841. Atlanta is the cultural and economic center of the Atlanta metropolitan area, home to 5,522,942 people and the ninth largest metropolitan area in the United States.

Atlanta is an “alpha-” or “world city”, exerting a significant impact upon commerce, finance, research, technology, education, media, art, and entertainment. It ranks 36th among world cities and 8th in the nation with a gross domestic product of \$270 billion. Atlanta’s economy is considered diverse, with dominant sectors including logistics, professional and business services, media operations, and information technology.

Encompassing \$304 billion, the Atlanta metropolitan area is the eighthlargest economy in the country and 17th-largest in the world. Corporate operations comprise a large portion of the Atlanta’s economy, with the city serving as the regional, national, or global headquarters for many corporations. Atlanta contains the country’s third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, Chick-fil-A, UPS, and Newell-Rubbermaid. Over 75 percent of Fortune 1000 companies conduct business operations in the Atlanta metropolitan area, and the region hosts offices of about 1,250 multinational corporations.

Atlanta is home to professional franchises for three major team sports: the Atlanta Braves of Major League Baseball, the Atlanta Hawks of the National Basketball Association, and the Atlanta Falcons of the National Football League. Due to the more than 30 colleges and universities located in the city, Atlanta is considered a center for higher education.







## ECONOMY

Atlanta's economy is considered diverse, with dominant sectors including logistics, professional and business services, media operations, and information technology. Corporate operations comprise a large portion of the Atlanta's economy, with the city serving as the regional, national, or global headquarters for many corporations. Atlanta contains the country's third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, Chick-fil-A, UPS, and Newell-Rubbermaid. Over 75 percent of Fortune 1000 companies conduct business operations in the Atlanta metropolitan area, and the region hosts offices of about 1,250 multinational corporations. Many corporations are drawn to Atlanta on account of the city's educated workforce; as of 2010, nearly 43% of adults in the city of Atlanta have college degrees, compared to 27% in the nation as a whole.



## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Circle K** located at **1975 Highway 211 NW, Hoschton GA 30548**. It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

# EXCLUSIVELY LISTED BY



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